

MANAGING DIRECTOR - NEW ZEALAND POSITION DESCRIPTION



Position Title: Managing Director – New Zealand

Location: Auckland, New Zealand

Reporting to: Chief Executive, Invest New Zealand

About Invest New Zealand

Our purpose is to increase the flow of international investment to support New Zealand's long-term economic prosperity. We focus on securing strategically significant investments in sectors which have the greatest potential impact on productivity and growth, alongside the effective implementation of the investment component of the Active Investor Plus (AIP) Visa scheme. Invest New Zealand is an Autonomous Crown Entity with a culture of high-performance and collaboration.

Role Purpose

This is a senior, market-facing leadership role responsible for attracting, originating, and securing high-quality foreign direct investment into New Zealand. The role co-leads New Zealand's domestic and international investment strategy, building and activating strategic investor networks, converting investment opportunities, and positioning New Zealand as a preferred destination for global capital.

The role provides national leadership across the investment system, working closely with government agencies, regional partners, and industry stakeholders to facilitate investments that deliver measurable economic impact. It also contributes market insight, thought leadership, and strategic direction to inform Invest New Zealand's priorities.

Key Responsibilities

International Investment Leadership

- Identify, attract, and convert high-value foreign direct investment that delivers measurable economic benefit for New Zealand, including capital inflows, innovation, capability uplift, and sector development.
- Originate and progress primary and secondary investments from strategic multinationals, institutional investors, sovereign wealth funds, and high-net-worth individuals.
- Develop and maintain a strong pipeline of qualified investors aligned to New Zealand's priority sectors and strategic objectives, including the Active Investor Plus programme.

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- Facilitate successful investment outcomes by matching investor capability and intent with credible New Zealand opportunities, leading proposal development, value articulation, and filling gaps during completion.
- Strengthen alignment with New Zealand government and industry partners, working collaboratively across Invest New Zealand and partner agencies to remove impediments to investment.
- Lead initiatives that position New Zealand as a preferred investment destination, including sector promotion, thought leadership, and targeted market engagement.
- Act as a credible thought leader on investment trends, risks, and opportunities, contributing insights to inform Invest New Zealand's strategy and national investment priorities.

Leadership

- Lead, coach, and develop a high-performing team of investment professionals, ensuring clarity of purpose, strong capability development, and delivery against ambitious outcomes.
- Foster a high-performance, inclusive, and accountable culture that reflects Invest New Zealand's values and leadership expectations.
- Collaborate closely with other Managing Directors and senior leaders to ensure continuity, alignment, and maximum collective impact across Invest New Zealand.

External Relationships

- Build and leverage influential New Zealand government, iwi, regional, and industry networks to enhance New Zealand's visibility and credibility as an investment destination.
- Develop strategic commercial networks including investors, business leaders, advisors, and associated industry groups.
- Maintain strong relationships with Boards, CEOs/CIOs, investment committees, and key influencers to support reinvestment, retention, and advocacy.
- Proactively manage investor relationships and ensure investment aftercare is actively undertaken.

Success is:

- Delivery of agreed investment targets, including the value of capital attracted, number and quality of deals secured, and the resulting economic benefits for New Zealand.
- A strong, qualified pipeline of investors aligned to New Zealand's strategic priorities.

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- New Zealand is positioned and recognised as a credible, competitive, and compelling investment destination.
- High-performing, engaged teams delivering against targets with strong capability uplift and collaboration.
- Strong alignment and partnership across government, industry, and regional stakeholders.
- Thought leadership that shapes Invest New Zealand's strategy and informs national investment priorities.

Key Skills & Experience

- Proven senior leadership experience within institutional investment, private capital, sovereign wealth, pension funds, or international investment banking with strong commercial acumen, a demonstrated understanding of fund and direct investment structures, and a proven ability to engage with investment decision makers.
- Strategic capability, with expertise in identifying investment opportunities, working with providers of capital, and developing investment cases through to successful completion.
- Familiarity with regulatory frameworks and policy settings within the New Zealand capital markets.
- Credibility with CEO, CIO, and Investment Committee level contacts to lead complex financial discussions and influence investment decisions.
- Strong networking skills and a track record of building and maintaining effective relationships where the focus is exchanging ideas and information.
- Experience leading and developing high-performing teams of investment professionals.
- A natural collaborator, able to work across agencies and internally to create a whole-of-government approach.
- Proven ability to work successfully across cultures and with international stakeholders.
- Tertiary qualification in Finance, Economics, Commerce, or Accountancy is required; postgraduate qualifications preferred.
- Proven ability to work successfully internationally, across cultures, and with extensive travel.